

ACCOUNT: 6541800
 PARENT : 654180C PAYING : 6541BDP
 TWIN COUNTY GROCERS, INC. <
 EDISON,, NJ

File

RJR BUSINESS	1ST HALF 1993
DOLLAR VOLUME (NET)	\$ 2,179,005
RJRT CASE VOLUME (12M)	2,780
FORSYTH CASE VOLUME (12M)	
TOTAL CASE VOLUME (12M)	2,780

1993 RJR INCENTIVE PROGRAMS

	ACTUAL PAYMENT	POTENTIAL PAYMENT	UNEARNED PAYMENT
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WINNERS

FINANCIAL	\$ 6,950	\$ 6,950	
PROMOTION/DISTRIBUTION	5,560	5,560	
TEAMWORK BONUS		4,170	
SUB TOTAL	\$ 12,510	\$ 16,680	4,170

ELECTRONIC FUNDS TRANSFER DISCOUNT (0.5%) 11,052 11,052 *

1ST HALF: 100% 73,197 73,197

CASH/ANTICIPATION DISCOUNT 7,474 7,474

INCENTIVE PROGRAM PAYMENTS 51 51

FORSYTH TOBACCO PRODUCT PAYMENTS 1,241 1,241

BRAND SPECIFIC PROMOTION PAYMENTS 984 984

NEW BRAND INTRODUCTION ALLOWANCE 312 312

NEW BRAND DISTRIBUTION INCENTIVE 535 535

HAND STAMPING ALLOWANCE

BUY SOME GET SOME FREE HANDLING ALLOWANCE

GRAND TOTAL	\$ 107,356	\$ 111,526	\$ 4,170
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	ACTUAL	POTENTIAL	UNEARNED
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FIRST HALF 1993 PER CASE PAYMENT	\$ 38.62	\$ 40.12	\$ 1.50
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* TOTAL DOLLAR VOLUME (NET) TIMES 0.5% DISCOUNT.

\$\$\$\$\$\$\$\$\$	WINNERS - PARTNERSHIP IN PERFORMANCE	\$\$\$\$\$\$\$\$\$
\$		\$
\$		\$
\$	QUARTERLY MAXIMUM EARNINGS POTENTIAL	\$
\$	BASED ON 1ST HALF 1993 TOTAL CASE VOLUME	\$
\$		\$
\$	FINANCIAL AND PROMOTION/DISTRIBUTION @ 6.00/CS	\$ 8,340
\$		\$
\$		\$
\$		\$
\$		

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